

**MEETING: 15/06/2017**

**Ref: 14007**

**ASSESSMENT CATEGORY - Reducing Poverty**

**The 999 Club and Lady Florence Trust**

**Adv: Kate Moralee**

**Amount requested: £123,836**

**Base: Lewisham**

**Benefit: Lewisham**

**Amount recommended: £123,840**

**The Charity**

The 999 Club was formed in 1992 and in 2003 merged with the Lady Florence Trust. The 999 Club Trust is the corporate trustee of the Lady Florence Institute, which is the freeholder of the property but which also generates funds which are available to the 999 Club and Lady Florence Trust. The organisation runs a centre for people experiencing or at risk of homelessness in Deptford and a seasonal night shelter.

**The Application**

The 999 Club and LFT is requesting funding for a Senior Advice worker to provide advice on a case management approach to people experiencing or at risk of homelessness.

**The Recommendation**

The organisation has a long history of delivering this type of work in the local community and has recently secured its AQA and PQASSO quality marks. However it has significantly changed its approach in recent years and adopted a case management style to meet the four principles of the No Second Night Out approach to ending rough sleeping. This role is critical to the services delivered, however sits within a portfolio of services which support individuals to end their homelessness or prevent it from arising. This proposal is recommended:

**£123,840 over 3 years (£40,465, £41,275, £42,100) for the salary of a f/t Senior Advice Worker (including on costs)**

**Funding History**

| Meeting Date | Decision                                                                                                                                             |
|--------------|------------------------------------------------------------------------------------------------------------------------------------------------------|
| 02/12/2010   | £22,000 for a third and final year's support of the p/t Advice & Advocacy Worker, subject to receipt of a satisfactory report on the previous grant. |
| 02/10/2008   | £50,000 over two years (2 x £25,000) for the salary and related costs of a part-time (28hrs) Advice & Advocacy Worker.                               |

**Background and detail of proposal**

The 999 Club has undergone significant change of approach over the last three years. It now operates a Psychologically Informed Environment, including a Trauma Informed and Case Management approach where it requires people who use the service to engage with purpose and carries out an initial assessment. Previously it provided an Open Access service which did not require any specific engagement from individuals.

Its services include a Gateway Centre on weekdays with specific times for Rough Sleepers to receive food, showers and laundry and a general session for other individuals who are homeless or vulnerably housed. Within this environment

individuals can access welfare benefits advice, support for appeals, employability support, podiatrist, mobile TB unit support, learning activities, counselling from the Samaritans and use of IT in the IT suite. It also runs a seasonal night shelter for 10 weeks twice a year currently, with an aim of providing this four times a year by 2018, and everyone who accesses the night shelter receives support with a focus on solutions to ending their rough sleeping/homelessness. Part of that support is a session delivered by the Senior Advice Worker on Welfare benefits and Housing Rights.

The role of the Senior Advice Worker is critical to the solution focussed offer that is made to individuals who engage with the all of the services offered. The organisation has excellent relationships locally and across the borough. The borough has recently lost its mental health outreach team, which significantly impacts on mental health support to clients. Referrals have to be made to the Independent Assessment and Psychotherapy Team now, and this takes time before an appointment is received.

The organisation is increasingly involved in learning and evaluation and is part of a National Pilot to produce an evidence base for the Personal Transition Service (using the strength based approach developed by the May Day Trust) and funded by Lankelly Chase and Tudor Trust.

### Financial Information

The 999 Club has been supported in its recent development by Cranfield Trust, and has developed a 3 year Business and Fundraising plan and built reserves. The organisation has been successful in diversifying its income streams, notably from Trusts and Foundations. It has recently been invited to apply to some Foundations, demonstrating its current reputation. Previously its main sources of funding were corporates, regular donors and rental income.

It has a reserves policy of 3 months full organisational expenditure.

| Year end as at 31st August                  | FY 15/16<br>Audited Accounts<br>£ | FY 16/17<br>Forecast<br>£ | FY 17/18<br>Forecast<br>£ |
|---------------------------------------------|-----------------------------------|---------------------------|---------------------------|
| <b>Income &amp; expenditure:</b>            |                                   |                           |                           |
| Income                                      | 693,813                           | 662,000                   | 715,946                   |
| - % of income confirmed as at 22/05/17      | n/a                               | n/a                       | 59%                       |
| Expenditure                                 | (672,877)                         | (651,557)                 | (708,623)                 |
| Total surplus/(deficit)                     | <b>20,936</b>                     | <b>10,443</b>             | <b>7,323</b>              |
| Split between:                              |                                   |                           |                           |
| - Restricted surplus/(deficit)              | 14,836                            | (73,406)                  | 0                         |
| - Unrestricted surplus/(deficit)            | 6,100                             | 83,849                    | 7,323                     |
|                                             | <b>20,936</b>                     | <b>10,443</b>             | <b>7,323</b>              |
| Cost of Raising Funds                       | 58,261                            | 68,680                    | 75,000                    |
| - % of income                               | 8.4%                              | 10.4%                     | 10.5%                     |
| Operating expenditure (unrestricted funds)  | 518,749                           | 317,770                   | 440,951                   |
| <b>Free unrestricted reserves:</b>          |                                   |                           |                           |
| Free unrestricted reserves held at year end | 70,615                            | 154,464                   | 161,787                   |
| No of months of operating expenditure       | 1.6                               | 5.8                       | 4.4                       |
| Reserves policy target                      | 168,219                           | 162,764                   | 177,156                   |
| No of months of operating expenditure       | 3.9                               | 6.1                       | 4.8                       |
| Free reserves over/(under) target           | (97,604)                          | (8,300)                   | (15,369)                  |